



FIELD COACHING REPORTS

COACHING FOR SKILL, BEHAVIOR, AND
PERFORMANCE IN THE FIELD



DESCRIPTION:

The **FCR workshop** helps managers strengthen field coaching by moving beyond task-focused recaps to actionable, behavior-based feedback. Participants will learn a clear framework for what to observe, how to document insights, and how to coach in a way that improves performance over time. This session also introduces a consistent approach for identifying gaps in expectations, skill, and motivation to support development conversations.

FIELD COACHING BEGINS WITH OBSERVING WHAT MATTERS

LEARNING OUTCOMES:

- Improve **coaching quality** and **effectiveness** through **Field Coaching Reports**
- Apply a **consistent approach** to measuring **field performance**
- Use a **foundational framework** to write **clear, actionable reports**
- Identify whether performance issues stem from **expectations, skills, or motivation**
- Establish a **common language** for consistency across **managers**

BENEFITS TO THE ORGANIZATION:

- Strengthens **coaching quality** and **consistency** across field leadership
- Improves **performance conversations** and accelerates **development**
- Creates clearer **documentation** of field **behaviors** and **coaching actions**
- Builds alignment in **expectations, standards, and accountability**



SARTO'S PHILOSOPHY

is driven by our mission to provide tailored solutions that will grow your business by developing your people through effective management training, leadership development, and coaching.